

Senior Business Development Manager (Fintech & Trading Technology)

Full-Time | Fully Remote | B2B Sales Team

About Think Huge

Think Huge is a global fintech and technology group operating across online trading, broker infrastructure, VPS hosting, cloud services, and digital technology products.

We provide infrastructure and technology solutions to brokers, prop firms, fintech businesses, trading communities, and algorithmic trading companies around the world.

We work with some of the largest brokers in the industry as well as emerging fintech and trading businesses that are shaping the future of online trading.

Our teams operate across sales, partnerships, infrastructure, marketing, product, and customer success. We are commercially driven, highly collaborative, and focused on building long-term relationships in one of the fastest-moving industries in the world. We believe in building a real company culture, with international expos, team meet-ups, industry events, and regular cross-functional collaboration.

As our B2B division continues to expand, we are looking for an experienced Senior Business Development Manager to help drive growth, build strategic relationships, and win new business across our global client base. You will report to the Head of Business Development.

Role Overview

This is not a traditional sales role.

We are looking for someone who already understands the trading, brokerage, fintech, or trading technology industry and has a proven track record of generating revenue, building partnerships, and closing meaningful commercial deals.

You will be responsible for identifying opportunities, opening doors, developing strategic relationships, and growing revenue across brokers, prop firms, fintech companies, technology providers, liquidity providers, and trading businesses worldwide.

You will work closely with leadership, marketing, partnerships, and technical teams to help shape and execute our B2B growth strategy.

The ideal candidate already has an established network within the industry and can confidently engage with CEOs, Founders, CTOs, Heads of Operations, Partnership Managers, and Commercial Directors.

This role is for someone who enjoys being in front of clients, building relationships, attending events, and creating commercial opportunities that drive long-term business growth.

Key Responsibilities

- Drive new business acquisition across brokers, fintech companies, prop firms, trading technology providers, and institutional partners.
 - Develop and manage a pipeline of high-value opportunities from prospecting through to close.
 - Build and maintain strong relationships with senior decision-makers throughout the industry.
 - Identify strategic partnership opportunities that create long-term commercial value.
 - Generate opportunities through outbound prospecting, networking, referrals, events, and existing industry relationships.
 - Work closely with marketing to maximise lead generation and campaign effectiveness.
 - Collaborate with technical and onboarding teams to develop solutions for prospective clients.
 - Negotiate commercial agreements and partnership arrangements.
 - Attend international conferences, expos, networking events, and client meetings throughout the year.
 - Represent Think Huge and ForexVPS professionally at major industry events worldwide.
 - Maintain accurate forecasting, pipeline management, and reporting.
 - Provide leadership with market intelligence, competitor insights, and customer feedback.
 - Help shape the future direction of our B2B sales and partnership strategy.
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Must-Have Experience

- Minimum 5 years of business development, sales, partnerships, or commercial experience within fintech, brokerage, trading technology, hosting, SaaS, or financial services.
- Proven track record of exceeding revenue targets and delivering measurable business growth.
- Demonstrable success in winning and managing high-value B2B relationships.

- Strong understanding of the online trading, brokerage, fintech, or trading technology ecosystem.
 - Ability to provide real examples of commercial success and revenue generation.
 - Experience managing complex sales cycles involving multiple stakeholders.
 - Excellent communication, negotiation, and relationship-building skills.
 - Strong commercial acumen and ability to identify growth opportunities.
 - Highly organised and capable of managing multiple opportunities simultaneously.
 - Comfortable working independently within a remote-first environment.
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Highly Desirable Experience

- Existing network within the brokerage, prop trading, fintech, liquidity, CRM, or trading technology sectors.
 - Experience attending and generating business from industry expos and conferences.
 - Understanding of VPS hosting, cloud infrastructure, trading platforms, or broker technology.
 - Experience working with international clients and distributed teams.
 - Knowledge of affiliate, introducing broker (IB), white-label, or partnership business models.
 - Experience selling technology, infrastructure, SaaS, hosting, or enterprise solutions.
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What We're Looking For

The right person will be:

- Commercially driven and highly motivated by results.
- Comfortable building relationships at every level of an organisation.
- A natural networker who enjoys meeting people and creating opportunities.
- Confident in representing the company on a global stage.
- Professional, credible, and trusted by clients and partners.
- Proactive, resourceful, and capable of opening doors independently.
- Passionate about the fintech and trading industry.
- Excited about helping build the next stage of growth at Think Huge.

This is a role for someone who wants influence, ownership, and the opportunity to help shape the future of a rapidly growing business.

Travel Requirements

Relationships matter in our industry.

You will be expected to attend major international conferences, broker expos, fintech events, networking functions, client meetings, and partner events throughout the year.

Regular international travel is an important part of this role, and applicants must be willing and able to travel globally.

What We Offer

- Fully remote working.
 - Significant autonomy and ownership.
 - Direct access to senior leadership.
 - The opportunity to work with some of the biggest names in the trading and fintech industry.
 - International travel opportunities.
 - A fast-moving and entrepreneurial environment.
 - Exposure to global markets and high-growth business opportunities.
 - Competitive base salary.
 - Attractive uncapped commission structure.
 - Performance-related bonuses.
 - Long-term career growth opportunities.
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How to Apply

Please send your CV together with a brief introduction outlining:

- Your experience within fintech, brokerage, trading technology, hosting, SaaS, or related sectors.
- Examples of revenue targets achieved and commercial results delivered.
- Key accounts, partnerships, or strategic relationships you have developed.
- Your experience attending industry conferences, expos, and international business events.

We are not looking for someone who simply manages accounts.

We are looking for someone who can build relationships, create opportunities, close deals, and play a key role in the future growth of Think Huge.